

TEX USERS GROUP
Profit & Loss Budget vs. Actual
 January through December 2016

	<u>Jan - Dec 16</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
Membership Dues	86,460	91,405	95%
Product Sales	5,801	4,585	127%
Contributions Income	10,681	6,850	156%
Annual Conference	-699	752	-93%
Interest Income	575	450	128%
Advertising Income	315	300	105%
Services Income	1,176	500	235%
Total Income	<u>104,309</u>	<u>104,842</u>	<u>99%</u>
Cost of Goods Sold			
TUGboat Prod/Mailing	24,896	19,000	131%
Software Production/Mailing	2,479	3,200	77%
Postage/Delivery - Members	1,356	2,400	57%
Lucida Sales Accrual B&H	2,263	1,800	126%
Member Renewal	384	500	77%
Total COGS	<u>31,378</u>	<u>26,900</u>	<u>117%</u>
Gross Profit	72,931	77,942	94%
Expense			
Contributions made by TUG	2,000	2,000	100%
Office Overhead	14,934	14,234	105%
Payroll Exp	63,167	64,360	98%
Professional Fees	13,878		
Interest Expense	50		
Total Expense	<u>94,029</u>	<u>80,594</u>	<u>117%</u>
Net Ordinary Income	-21,098	-2,652	796%
Other Income/Expense			
Other Income			
Prior year adjust	-1		
Total Other Income	<u>-1</u>		
Net Other Income	<u>-1</u>		
Net Income	<u><u>-21,099</u></u>	<u><u>-2,652</u></u>	<u><u>796%</u></u>

TEX USERS GROUP
Profit & Loss Prev Year Comparison
 January through December 2016

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>% Change</u>
Ordinary Income/Expense			
Income			
Membership Dues	86,460	92,550	-7%
Product Sales	5,801	5,736	1%
Contributions Income	10,681	8,320	28%
Annual Conference	-699	1,837	-138%
Interest Income	575	484	19%
Advertising Income	315	320	-2%
Services Income	1,176	2,616	-55%
Total Income	<u>104,309</u>	<u>111,863</u>	<u>-7%</u>
Cost of Goods Sold			
TUGboat Prod/Mailing	24,896	17,722	40%
Software Production/Mailing	2,479	3,200	-23%
Postage/Delivery - Members	1,356	2,147	-37%
Lucida Sales Accrual B&H	2,263	2,195	3%
Member Renewal	384	412	-7%
Total COGS	<u>31,378</u>	<u>25,676</u>	<u>22%</u>
Gross Profit	72,931	86,187	-15%
Expense			
Contributions made by TUG	2,000	2,000	
Office Overhead	14,934	15,444	-3%
Payroll Exp	63,167	63,256	-0%
Professional Fees	13,878		100%
Interest Expense	50		100%
Total Expense	<u>94,029</u>	<u>80,700</u>	<u>17%</u>
Net Ordinary Income	-21,098	5,487	-485%
Other Income/Expense			
Other Income			
Prior year adjust	-1	-95	99%
Total Other Income	<u>-1</u>	<u>-95</u>	<u>99%</u>
Net Other Income	<u>-1</u>	<u>-95</u>	<u>99%</u>
Net Income	<u><u>-21,099</u></u>	<u><u>5,392</u></u>	<u><u>-491%</u></u>